

HOUSEKEEPING



- All participants are muted to reduce background noise
- Use the chat feature to ask questions
- This training is being recorded
- We will be pausing throughout the presentation to address questions
- Please be patient
- Complete the post-event evaluation



LUNCH AND LEARN MODULE 3

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Part 1

Viability



Not all business is good
business!

WHAT IS VIABILITY?



The noun viability means the quality of being able to happen or having a reasonable chance of success.

HOW TO DETERMINE VIABILITY



- Does the County of San Diego procure your goods or services?
- Can your firm secure the appropriate amount of insurance required by the County of San Diego?
- Does your service/product purchased by the County of San Diego require bonding? If so, can you secure the appropriate amount of bonding?
- Does the County of San Diego have minimum requirements for your product/service that you can meet?
- Are your price points in alignment with previous contracts awarded

THIS IS A BIG ONE

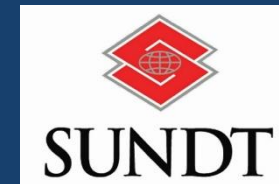


Is your firm capable of floating the cost of the contract, along with your other book of business, from performance to invoicing to payment?

NOW WHAT?



What do you do
if you uncover
that the County
of San Diego is
NOT a viable
buyer?





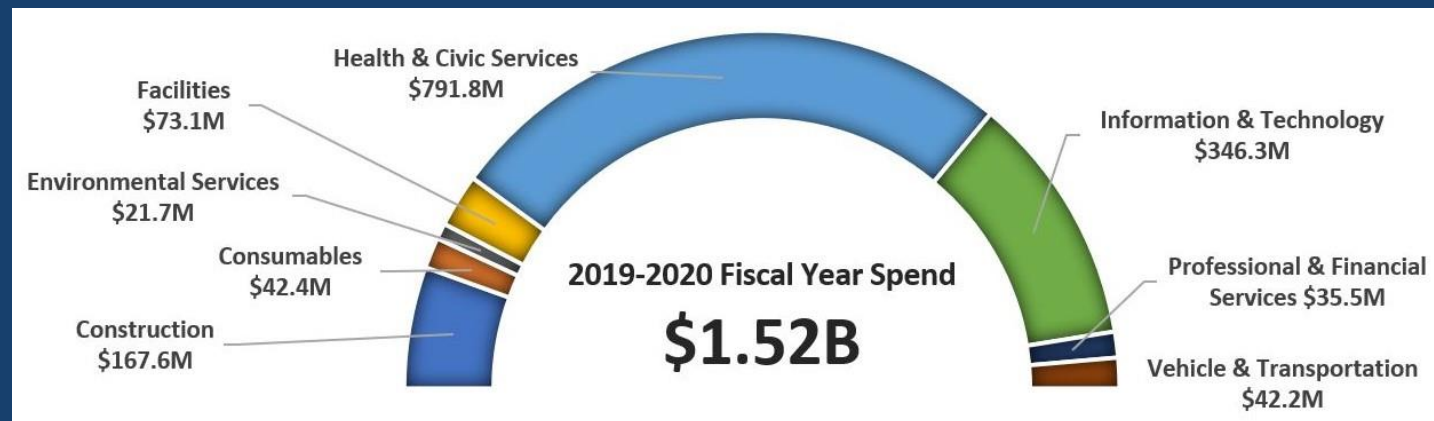
Part 2

The County of San Diego's Small Business Program

AS A REMINDER



The County procures a wide variety of goods and services. Significant spending occurs in health and civic services, information technology, and construction.



The County's FY2021 Operating Budget is \$6.5 Billion, representing a 4.7% increase from the prior year



THE COUNTY'S SMALL BUSINESS PROGRAM



B-53: Small Business Policy (SBP)

- To establish a policy to facilitate successful participation of Small Businesses in County procurements

<https://www.sandiegocounty.gov/cob/docs/policy/B-53.pdf>

Board of Supervisors
Policies

B-39a: Disabled Veterans Business Enterprise (DVBE) Program

- To establish a Board Policy to promote Veteran Owned Business (VOB) and Disabled Veteran Business (DVB) participation in County Contracts

<https://www.sandiegocounty.gov/cob/docs/policy/B-39a.pdf>



LOCAL BUSINESS PREFERENCE PROGRAM



5% price preference applied to RFB and RFP procurements for Local Businesses that are also a Small Business (SB), Veteran-Owned Business (VOB) or Disabled Veteran Business Enterprise (DVBE)

Local Business – Physical address within San Diego County

Small Business – Certified by the CA Department of General Services (DGS)
(<https://caleprocure.ca.gov/pages/sbdvbe-index.aspx>)

Veteran-Owned Business – Certified by the U.S. Department of Veterans' Affairs. Includes Veteran Owned Small Business (VOSB) and Service Disabled Veteran Owned Small Business (SDVOSB) certifications.
(<https://www.va.gov/osdbu/verification/>)

Disabled Veteran Business Enterprise – Certified by the CA DGS
(<https://caleprocure.ca.gov/pages/sbdvbe-index.aspx>)





NEXT STEPS?

- Research the County of San Diego's requirements for viability
- Register for County of San Diego Series: Module 4: Proposal Writing for the County of San Diego:
<https://sdsbdc.ecenterdirect.com/events/14794>
- Want to Fast-Track? On Demand Government Contracting Series starting with On Demand! Government Contracting Series Module 1: Establishing a Foundation for Success: <https://www.sdivsbdc.org/on-demand-training-government-contracting/>

NO COST SUPPORT



- Business Planning
- Strategic Planning
- Access to Capital
- Proposal Writing
- Capabilities Statements
- Certifications
- Startup
- Marketing
- Technology Commercialization

Live Trainings

On Demand Trainings

Virtual Trainings

One-on-One Advising

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QUESTIONS

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